

MEINHARDT IN FOCUS

With only two months remaining in 2022, **Thailand's economic outlook looks to be very positive, with a strong recovery in the tourism sector and renewed optimism across many other parts of the economy.** We are receiving daily enquiries for new work – a very encouraging sign that business confidence has returned. To meet surging demand, we are busily recruiting staff at all levels, across all departments.

On 29th November, we will be celebrating 30 years of operations in Thailand in fine style at the Waldorf Astoria Bangkok. **The Meinhardt Christmas Cocktail Party** stands out as the industry event of the year. We look forward to seeing many of you in person for the first time since pre-COVID-19.



Chen Yao Hui
Director



PROJECT IN FOCUS

Alliance Laundry Systems (ALS) are a leading provider of commercial laundry systems and equipment. ALS opened their first plant in Asia on a greenfield site located at Eastern Seaboard Industrial Estate 2, Rayong, Thailand. The first phase comprised of over 28,000 sq.m., and consisted of a Utility building, Offices, manufacturing and warehousing.

Meinhardt was engaged to provide full EPCM service. The project was completed in 2019.

STAFF IN FOCUS

Khun Taveechai Goghkhaow received a Bachelor's degree in Civil Engineering. He also has a Master's degree in business economics. He has over 20 years of experience in construction, working on Residential, Hotel, and Industrial projects. He has been a Construction Manager with Meinhardt for 19 years.

"I still remember the first day I joined Meinhardt. It has been a long and interesting journey since then. I believe that every problem encountered and solved is a useful lesson - making me stronger and better at doing my job. I encourage my team to have the same positive attitude. Thank you, Meinhardt for giving me challenging tasks and such an interesting career."



Taveechai Goghkhaow
Construction Manager

FACT IN FOCUS

EPCM versus EPC. Mistakenly, these terms are often used interchangeably but are fundamentally very different. **EPCM** (Engineering, Procurement and Construction Management) is a professional services contract often used in the industrial sector such as Manufacturing Facilities, Warehouses, and Data Centres. The EPCM consultant provides planning, engineering & design requirements, procurement services, coordination and supervision of all the contractors and vendors, controls costs and reports to the client; but the client directly employs the contractor.

On the other hand, for EPC (Engineering, Procurement and Construction), the entire project is contracted to the EPC provider, including the actual construction contract. EPC is more commonly referred to as a **"design and build contract"** or **"turnkey contract"**. **In Thailand, Meinhardt offers EPCM services only.**